



**CITY OF GREENSBORO
FOR IMMEDIATE RELEASE**

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Phone: 373-2293

CITY SEMINAR REVEALS SMALL BUSINESS SECRETS TO SUCCESS

GREENSBORO, NC (November 30, 2004) – Small business owners can participate in a free seminar sponsored by the City of Greensboro to learn about economic development incentives, how to market their business, expand sales, finance improvements, and meet the demands of a growing customer base. The *Opportunities to Grow and Expand Your Business* seminar is scheduled for Wednesday, December 8 from 6 to 8 pm in the Nussbaum Room at the Central Library. Attendees will hear from economic development experts and learn how they might qualify for different types of tax credits, as well as financing and Federal government contracting opportunities. Speakers and seminar topics include:

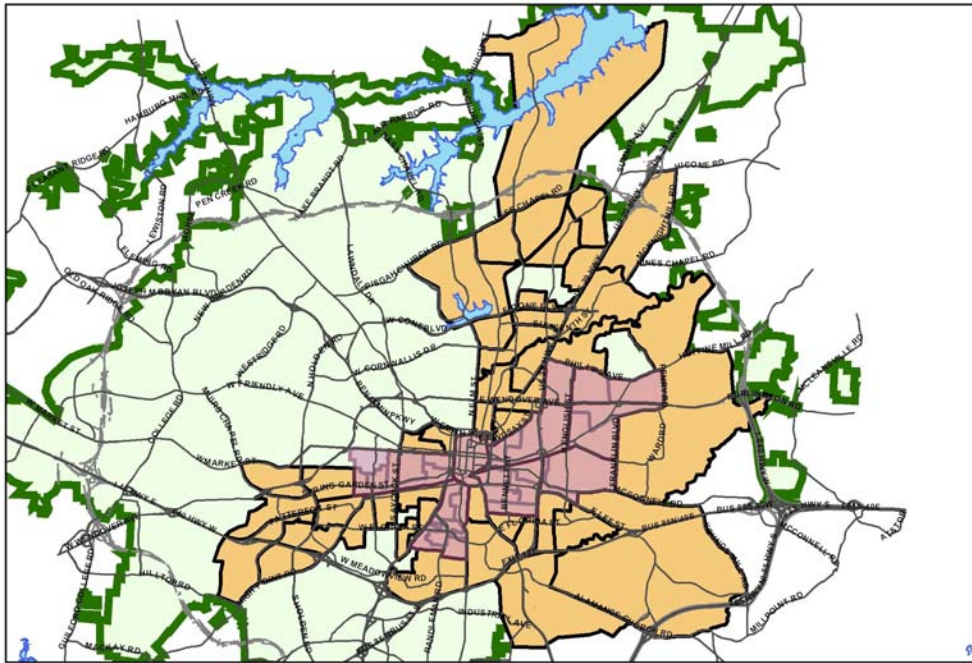
- **Ben Brown**, Assistant City Manager for Economic Development, City of Greensboro – Assisting Small Businesses and Facilitating Expansion
- **Dorothy Vick**, Government Contract Procurement Counselor, Small Business & Technology Development Center – Doing Business With the Federal Government, HubZone Benefits, and Navigating the Government Contracting Process
- **Bernard Torain**, Economic Developer, North Carolina Department of Commerce – Expanding Companies and the William S. Lee Tax Credit, Enhanced William S. Lee Tax Credits for Expanding / Relocating to the State Development Zone
- **Service Core of Retired Executives (SCORE)** – Marketing Your Business, Refining Your Business Plan, Counseling for Small Businesses
- **Martha Thomas**, Business Librarian, City of Greensboro – Library Resources Available for Researching Market Data and Competitor Information
- **John Shoffner**, Economic Development Program Manager, City of Greensboro – Targeted Loan Pool Program for Businesses Relocating / Expanding in the State Development Zone

- MORE -

City Seminar Reveals Small Business Secrets to Success
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To RSVP, contact the City of Greensboro Economic Development Program Manager, John Shoffner, at 373-2293.

The map below shows the City of Greensboro. The North Carolina State Development Zone and HubZone are shaded in orange and pink. The area shaded in pink includes only the HubZone.



The City of Greensboro works in partnership with the community to build an increased quality of life for all residents by fostering an environment where inclusion, diversity, and trust are valued. As the seventh largest employer in Greensboro, the City has a dedicated professional staff of 2700 employees who maintain four core values of honesty, integrity, stewardship, and respect. The City of Greensboro is governed by a council-manager form of government where a mayor and eight council members act as the legislative body. For more information on the City of Greensboro, please visit us online at www.greensboro-nc.gov.

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